

Message Text

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FM AMEMBASSY STOCKHOLM

TO SECSTATE WASHDC PRIORITY 5830

UNCLAS STOCKHOLM 4987

FOR COMMERCE: CRD/OMP

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: REGIONAL SEMINARS FOR FSL COMMERCIAL SPECIALISTS

REF: A-5901

1. ALTHOUGH THIS POST HAS BEEN ALLOTTED ONE SPACE FOR THE FSL TRAINING SEMINAR AT THE HAGUE, NOVEMBER 10-14 WE REQUEST ONE ADDITIONAL SPACE IF REALLOCATION IS POSSIBLE OR VACANCY DEVELOPS. TWO EXCELLENT CANDIDATES ARE NAMED IN ORDER OF RECOMMENDATION; SECOND DESIGNATED AS ALTERNATE. MR. VOWDEN'S STAGE OF DEVELOPMENT AUGURS FOR HIS BEING GIVEN PRIORITY IN INTEREST OF EMPLOYEE AND OFFICE NEEDS.

2. MR. PETER VOWDEN: SHOW PROMOTION SPECIALIST FSL 4.

3. EMPLOYMENT DATE: HIRED MAY 31, 1970.

4. PRESENT ASSIGNMENT: UNDER SUPERVISION OF SHOW PROMOTION OFFICER, JOB INCLUDES PLANNING AND LAUNCHING OF LOCAL PROCUREMENT OF TRADE CENTER EXHIBITORS REQUIRING KEEN MARKET ANALYSIS. COUNSELING OF LOCAL TRADE REPS. AND US EXHIBITING COMPANY EXECUTIVES ON LOCAL BUSINESS CONDITIONS AND COMMERCIAL SERVICES AVAILABLE AT TRADE CENTER. PREPARES SHOW PROMOTION TEXT AND REPORTS. SECONDARY ASSIGNMENT AS ASSISTANT TO MARKET RESEARCH OFFICER INVOLVES MARKET DATA COLLECTION AND EVALUATION, INITIATING EXHIBITION THEME DEVELOPMENT. PRESENT JOB REQUIRES KEEN UNDERSTANDING OF COMMERCIAL SERVICES AND INFORMATION ACTIVITIES OF

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THE JOINT TRADE CENTER/COMMERCIAL SECTION OPERATION. CANDIDATE

CURRENTLY IS ASSISTING PROSPECT INFORMATION REPORTS TO EXPAND FTI FILES USED AT TRADE CENTER.

5. PREVIOUS EXPERIENCE: EXHIBITION ASSISTANT WITH OPERATIONAL EXPERIENCE IN EXHIBITS INSTALLATION, DESIGN, SHIPPING, GENERAL OFFICE PROCEDURES.

6. NEEDS REQUIRING DEVELOPMENT: UPDATE KNOWLEDGE OF WASHINGTON END-USE REQUIREMENTS, USG ECONOMIC/COMMERCIAL POLICIES, AND EXPAND AWARENESS OF TRADE CENTER AND COMMERCIAL UNIT ROLE IN CARRYING OUT E/C PROGRAM; INCREASE PROFICIENCY OF HIS EVERYDAY TRADE CONTACTS BY HAVING A MORE COMPLETE KNOWLEDGE OF COMMERCIAL REPORTING PROGRAMS.

7. MRS. GUN LANDER: SENIOR COMMERCIAL SPECIALIST FSL 3.

8. EMPLOYMENT DATE: HIRED AUGUST 19, 1968.

9. PRESENT ASSIGNMENT: FOR MOST RECENT TWO YEARS, MRS. LANDER HAS WORKED AS SENIOR COMMERCIAL SPECIALIST. FULL RANGE OF COMMERCIAL SECTION ACTIVITIES HAVE BEEN HER RESPONSIBILITY INCLUDING GUIDANCE OF TWO COMMERCIAL SPECIALISTS. IMPACT OF TRADE CENTER OPERATIONS ADDS GREATLY TO CANDIDATE'S RESPONSIBILITIES AS SERVICING OF AMERICAN EXHIBITORS SUBSTANTIALLY INCREASES WORK LOAD AND VARIETY OF SERVICES REQUIRED. CONTACT WITH LOCAL BANKING, TRADE, INDUSTRY AND OTHER ORGANIZATIONS IS A PRIMARY FUNCTION OF CANDIDATE JOB.

10. PREVIOUS EXPERIENCE: STARTED IN 1968. AS ECONOMIC SECTION LIBRARIAN. TRANSFERRED TO COMMERCIAL SPECIALIST FROM 1970 TO 1973, THEN TO PRESENT POSITION, GAINED FULL KNOWLEDGE OF ALL COMMERCIAL ACTIVITIES DURING THIS TIME.

11. NEEDS REQUIRING DEVELOPMENT: WIDEN AND UPDATE PERSPECTIVE OF COMMERCIAL UNIT ROLE IN CCP, OBTAIN BETTER APPRECIATION OF WASHINGTON VIEW OF USG ECONOMIC/COMMERCIAL POLICIES ABROAD.

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